I. Call to Order & Guest Introduction

Ormend called the meeting to order at 11:40 a.m.

He then introduced the guests from the City of Maitland, Midtown Consulting, and SeaWorld. Scott especially thanked the City of Maitland guests for joining us and asked if the Mayor would like to make a statement. Mayor McDonald briefly reviewed the agreement between the city and the Foundation; a developer’s contract from several years back had included $300k, earmarked for a now-defunct afterschool program, leading to the opportunity for this partnership.

II. President’s Report

- City of Maitland Agreement & Vote: Scott explained that the agreement was reviewed by the Executive Committee at their meeting on March 30 at which time they recommended bringing it before the board. Before taking the vote, Scott gave a more in-depth recap, answering questions from the board.

The $300k (eligible for growth) will go into an account under the Foundation, managed by NBC Securities, expected to spin off a minimum of $8k annually to be distributed to Maitland’s existing public K-12 schools and any future schools joining that group by annexation or by rote. Distribution will be determined by enrollment numbers and the school principals will have decision-making authority for all expenditures, along with the responsibility of reporting back to the Foundation on how funds are spent.

The board was prepared to vote after this review and Ormend requested motion to approve the City of Maitland agreement; Debbie motioned, Tom (Alan?) seconded.
Motion passed by unanimous consent.

- Welligent Agreement & Vote: A late addition to the agenda was a discussion of the proposed agreement between the Foundation and the Winter Park Health Foundation, designed to assist WPHF in obtaining an updated software and service package (Welligent) for their administrative processes. Their current software (called SNCKRS) for tracking student use of school nurses and clinics, as well as other programs, is outdated and they used the standard procurement process to identify the right vendor for their needs and budget.

The proposal, recommended for board approval by the Executive Committee, is as follows: that the WPHF will give $65k to the district via the Foundation, as a grant that the Foundation will use to purchase the Welligent product for WPHF use under a 3 year contract. This process saves the WPHF funds, as they will not incur administrative costs.

Ormend explained that the primary concern had been the ongoing support services included in the purchase of the software; if a dispute should arise between Welligent and the WPHF, the Foundation could not be liable. This has been taken care of from a legal perspective and the Foundation will also not be obligated from any other standpoint. This is a non-standard agreement, only possible due to the close partnership between FOCPS and WPHF and unlikely to be replicated.

Ormend requested motion to approve the agreement between Welligent and the Foundation; Eddie made motion, Mike seconded the motion.
Motion was approved by unanimous consent.

To make best use of the board members’ time, Ormend suggested addressing any questions or requested edits to the January and February financials, as well as the February board meeting minutes, at this time. There were no questions or requested edits and Ormend asked for a motion to approve the financials and minutes as written.

Alan made motion to approve and Pam seconded.
Motion was approved by unanimous consent.

This completed the consent agenda for the meeting.

- Legislative Update: Consortium matching funds – Scott gave an update on the current legislative session. During the tenure of the current Speaker of the House, the status of the matching funds has continued to be in question. Last year, the $284k we received went to Read2Succeed, City Year and teacher grants, among other programs. Not only is this crucial funding, it is also encouraging to our donors, who appreciate the added impact their gifts are able to have. The Foundation does not lobby, however, Scott and Debi were able to attend the start of the legislative session and educate key individuals on the importance of these funds.

- Restructure Update: Scott spoke briefly on the continuing changes in the Foundation operational structure, explaining that since being made head of the Communications Division, he has looked for opportunities to align functions and resources across the division, to enhance effectiveness. The OCPS Community Resources department will be merging with the Foundation, bringing 3 new positions under the Foundation umbrella; an Assistant Director and two Senior Specialists.

Read2Succeed program staff will move to the OCPS Curriculum Department to enhance their impact, however, they will still be supported by the Foundation.
A portion of the salaries involved will be paid by the Foundation; OCPS will reimburse for the rest. Tom asked about growth in the future and whether the new space allows for additional staff. Scott explained that the process can be redone as necessary and that there is some additional space as the plans have been drawn. Leadership is aware that a need will eventually arise for an additional bookkeeping role and possibly a grant writer, as the current arrangement with OCPS Grant Services is short-term and also leaves us subject to board policy restrictions.

The Foundation office is currently 1000 sq. ft., this project will involve adding ? sq. ft. at a cost of $14.5k and Ormend explained that this project should have a good ROI, with positive impacts on our visibility (internal and external), donor cycles and numerous other areas.

This expense can come out of the 2016-17 FY budget surplus; Alan praised how swiftly the work had been accomplished on this goal and Tom reminded the group that all out-of-budget expenses require board approval. Pam requested a motion to approve the expense, Cathy so motioned and Alan seconded the motion. Motion was passed by unanimous consent.

- Strategic Planning Task Force Update: Ormend gave a brief recap and introduction before Jessica’s presentation of our draft Strategic Articulation Map; Ormend reminded everyone that we need to have approval from the board by our final board meeting for the fiscal year on June 1.

The Strategic Planning Task Force has held four 4-hour meetings with Jessica, who was also the facilitator for the OCPS 2020 SAM; Ormend and Jessica expressed their appreciation for everyone's dedication to this task. We are on track; the FOCPS SAM is at 80% completion.

From the start of the process, the goal has been to arrive at a plan providing Debi, and the board, with clear steps for moving forward with the Foundation and OCPS in alignment. To that end, Jessica ran discovery sessions and conducted 13 interviews with internal and external stakeholders, followed by strategic plan development with the task force, bringing us to our current phase of composing and finalizing a strategy.

We will have an 18-month strategic plan in place by the start of the 2017-18 FY, with measures in place to track our success in achieving our objectives, along with a board member acting as a champion for each of the objectives.

Next steps are to socialize the draft SAM with as many relevant stakeholders as possible, looking for input and feedback, followed by finalizing the measures and initiatives in a joint Task Force/Executive Committee meeting on April 27.

Ormend asked that the board please review the draft and provide feedback to Debi.

III. Consent Agenda

January and February financials, February board minutes. (See section II above.)

IV. Committee Reports

- Executive: Saying that the bulk of the Executive Committee meeting had been discussion of the matters before the board today, Ormend suggested moving on to other committee reports.
- Golf: Eric and Matt gave an update on the Fore Our Schools Golf Tournament 2017, starting with a reminder that the date is Friday, September 22 and asking everyone to please help boost sign-ups and sponsorships as much as possible. The stretch goal is to reach $124k by the end of April and current fundraising is at $73k; in addition to donations there is a need for ideas/items
for the silent auction and Ormend also recommended volunteering if possible. This year’s goal is to raise $250k and signature sponsors are crucial to that goal being reachable. Eric spoke to the importance of early commitments and how they help encourage and increase other commitments.

- Finance Committee: Tom explained that the budget for 2017-18 FY is still very much in draft form. Debi stated that she is personally taking on the challenge of raising OCPS Gives donations for 2017 and would welcome input and suggestions. Additionally, due to lower expenses than previously projected for Hall of Fame, the net for that event was actually $42k, higher than the initial figures provided post-event.

- Preliminary Budget FY 2017-18: Tom stated that the Finance Committee will have two more chances to examine the draft budget for the 2017-18 FY before the request for board approval.

V. Old Business

No old business.

VI. New Business

No new business.

VII. Action Items:

- Prepare one-sheet of legislative update information to be shared with the board.
- Today’s Strategic Plan presentation and map will be sent out to the board via email.
- We will continue to provide copies of the book The Eight Sustainable Principles of Fundraising, until all board members have received one.

The meeting was adjourned at 1:14 p.m.